

## Message Text

UNCLASSIFIED

PAGE 01 STATE 068281  
ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-08 USIA-15 /036 R

DRAFTED BY COM/OIM/LKUUS/SZ/LFM

APPROVED BY EB/OCA/CB:REDAY

-----290620Z 018924 /22

R 281917Z MAR 77

FM SECSTATE WASHDC

TO AMEMBASSY BERN

UNCLAS STATE 068281

E.O. 11652: N/A

TAGS: BEXP, SZ

SUBJECT: WCAG FIRST QUARTER REVIEW

REF: BERN 0145

1. WASHINGTON COMMERCIAL ACTION GROUP MET MARCH 11 WITH USDOC, STATE AND USIA REPRESENTED. TOPICS DISCUSSED INCLUDED FY-77 FIRST QUARTER REVIEW, FY-77/78 PROMOTIONAL ACTIVITIES, UPCOMING PERSONEL CHANGES, AND ECONOMIC/COMMERCIAL OUTLOOK.

2. POST IS COMMENDED FOR THE SUCCESSFUL IMPLEMENTATION OF THE CCP. WCAG PLEASED THAT TRADE OPPORTUNITIES SUBMITTED EXCEED TARGETS SET FOR THE FIRST QUARTER.

3. IN DISCUSSING TRADE CONTACT DATA AVAILABLE THROUGH FTI TO U.S. EXPORTERS AND GOVERNMENT OFFICIALS, IT WAS POINTED OUT THAT MOST FTI DATA ON SWITZERLAND IS GENERATED BY WTD INFORMATION. IN ORDER TO INCREASE VOLUME OF DATA IN FTI POST IS ENCOURAGED TO USE ADDITIONAL SOURCES AND TO ELICIT INFORMATION FROM UNCLASSIFIED

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STANDARD TRADE CONTACTS.

4. POST'S EFFORTS TO REPORT WHICH SWISS CONSULTING, ENGINEERING, AND CONSTRUCTION FIRMS HAVE WON CONTRACTS IN THIRD COUNTRIES ALSO WERE ENCOURAGED AS U.S. EQUIPMENT IS EMINENTLY SUITABLE FOR AND SALEABLE TO THESE FIRMS IN FILLING THEIR CONTRACTS.

CHRISTOPHER

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## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Executive Order:** N/A  
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**Previous Handling Restrictions:** n/a  
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**To:** BERN  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009